# PAPER MERCHANT SALES REPORT - NPTA - April 1991

A8140-1

| Regions | Sales Per Selling Day Changes 04/91 to 04/90 | 04/91 to 03/91 | YTD 1991 to 1990 | Month End AR Days 04/90 | 04/91 | Inventory Days (End) 04/90 | 04/91 |
|---|---|---|---|---|---|---|---|
| **INDUSTRIAL** | | | | | | | |
| Region 1 | .8- | .0- | 7.5 | 41 | 43 | 59 | 61 |
| Region 2 | 1.7- | 1.5 | 2.4- | 39 | 38 | 64 | 58 |
| Region 3 | .4- | .6 | 3.1- | 36 | 35 | 61 | 62 |
| Region 4 | 7.2- | 4.1 | 2.9- | 37 | 37 | 53 | 53 |
| Region 5 | 2.1- | .5 | .3 | 32 | 34 | 56 | 57 |
| Region 6 | 12.4- | 3.7- | 8.7- | 41 | 40 | 71 | 62 |
| Region 7 | 12.6 | 2.6 | 7.9 | 34 | 33 | 64 | 55 |
| Region 8 | .4- | 1.5 | .2 | 36 | 36 | 56 | 55 |
| Region 9 | 7.0- | 1.0 | 2.8- | 37 | 37 | 50 | 45 |
| NY Metro | 12.1 | 4.1 | 6.4 | 46 | 55 | ** | ** |
| CHI. Metro | 7.5- | 2.7 | 4.0- | 40 | 40 | 67 | 52 |
| LA Metro | 1.9 | 1.3 | 0 | 41 | 42 | 63 | 62 |
| **US** | 1.7- | 1.5 | 1.3- | 37 | 37 | 58 | 56 |
| **PRINTING** | | | | | | | |
| Region 1 | 12.9- | 7.8- | 9.4- | 43 | 45 | 47 | 47 |
| Region 2 | 5.7- | 7.7- | 3.5- | 39 | 44 | 63 | 59 |
| Region 3 | 1.5 | 3.9 | 1.7- | 38 | 39 | 74 | 66 |
| Region 4 | 10.0- | 2.9- | 3.0- | 42 | 43 | 62 | 63 |
| Region 5 | 10.0- | 1.8- | 3.2- | 38 | 38 | 69 | 73 |
| Region 6 | 3.4- | .2- | .9- | 42 | 41 | 73 | 68 |
| Region 7 | 1.2- | 7.2- | 1.4- | 38 | 36 | 64 | 55 |
| Region 8 | .7- | 2.7 | 1.4- | 38 | 37 | 72 | 55 |
| Region 9 | 6.6 | 7.1 | 3.7 | 35 | 38 | 56 | 57 |
| NY Metro | 23.5- | 8.3- | 7.6- | 41 | 40 | 61 | 58 |
| CHI. Metro | .3- | 4.0- | 3.1- | 39 | 42 | 62 | 64 |
| LA Metro | 7.4- | 3.8- | 2.0- | 38 | 40 | 77 | 80 |
| **US** | 6.5- | 2.4- | 3.0- | 39 | 40 | 67 | 64 |

APRIL SALES CHANGES. PRINTING sales show a decrease for the third month in a row. Region 1 shows the greatest decrease. INDUSTRIAL sales also show a third monthly decrease. As was true for March, Region 1 shows the greatest increase this year.
DAYS OUTSTANDING for March show minimal changes from the previous year or from February.
INVENTORY DAYS are lower than in March and lower than in 1990.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
7: AR, LA, MS, OK, & TX (& W. Tenn)
9: AK, ID, OR, & WA

* 2: DE, DC, MD, NJ, NY, & PA
4: KY, OH, MI, & WV
* 6: AZ, CA, HI, NM, NV, & UT
* 8: IL, IN, MO, & WI
* - Excluding Metro areas below

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

## REVISED SALES CHANGES FOR 1/91 - 2/91 - 3/91

## PAPER MERCHANT SALES REPORT

| Regions | Sales Per Selling Day January '91 Compared to January '90 | Sales Per Selling Day February '91 Compared to February '90 | Sales Per Selling Day March '91 Compared to March '90 |
|---|---|---|---|
| **INDUSTRIAL** | | | |
| Region 1 | 6.7 | 2.6 | 24.9 |
| Region 2 | .4 | -3.1 | - 5.3 |
| Region 3 | 1.1 | -1.5 | -10.8 |
| Region 4 | 1.8 | -3.0 | - 3.0 |
| Region 5 | .8 | .4 | 2.3 |
| Region 6 | -10.1 | -7.5 | - 4.4 |
| Region 7 | 5.1 | 2.2 | 11.0 |
| Region 8 | 6.8 | -2.1 | - 3.2 |
| Region 9 | - .7 | -2.4 | - .8 |
| NY Metro | 3.0 | 12.5 | - .5 |
| CHI. Metro | .4 | 4.0 | -12.3 |
| LA Metro | .0 | 1.4 | - 3.3 |
| US | .6 | -1.4 | - 3.0 |
| **PRINTING** | | | |
| Region 1 | -7.0 | - 1.5 | -14.8 |
| Region 2 | .3 | - 2.3 | - 5.8 |
| Region 3 | -1.0 | - 5.4 | - 2.3 |
| Region 4 | 2.8 | .5 | - 5.2 |
| Region 5 | - .2 | - 1.3 | - .7 |
| Region 6 | 2.5 | - 1.3 | - 1.3 |
| Region 7 | - .4 | - .4 | - 2.9 |
| Region 8 | 6.8 | -11.1 | .2 |
| Region 9 | 3.2 | 11.1 | - 5.3 |
| NY Metro | 2.5 | - 1.4 | - 5.5 |
| CHI. Metro | 2.3 | - 8.3 | - 5.4 |
| LA Metro | 4.3 | 4.8 | - 9.0 |
| US | 1.5 | - 2.4 | - 4.6 |